



**SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED**

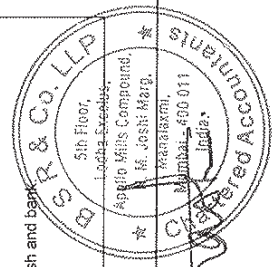
		Unaudited Results for the Quarter ended		Particulars	Unaudited Results for the Six months ended		Audited Results for the year	
		30th September	30th June		30th September	31st March		
		2015	2015		2015	2015	2015	2015
		3,81,657	3,85,441	Segment Revenue (Sales and Other operating income)	7,67,098	14,87,661		
		2,34,557	2,40,557	- Soaps and Detergents	4,75,114	9,00,653		
		95,255	91,480	- Personal Products	1,86,745	3,63,148		
		50,709	60,794	- Beverages	1,11,503	1,89,180		
		32,427	31,246	- Packaged Foods	63,673	1,31,291		
		7,94,605	8,09,527	- Others (includes Exports, Water, Infant Care Products, etc)	16,04,133	30,71,934		
				Total Segment Revenue				
				Less: Inter Segment Revenue				
		7,94,605	8,09,527	Net Segment Revenue	16,04,133	30,71,934		
		49,030	59,796	Segment Results (Profit before tax and interest from ordinary activities)	1,08,826	2,09,365		
		61,185	71,299	- Soaps and Detergents	1,32,484	2,42,435		
		13,780	14,353	- Personal Products	28,133	61,456		
		2,687	5,438	- Beverages	8,125	8,317		
		1,943	(456)	- Packaged Foods	587	(1,548)		
		1,27,725	1,50,430	- Others (includes Exports, Water, Infant Care Products, etc)	2,78,155	5,14,025		
				Total Segment Results	(10)	(1,682)		
		(3)	(7)	Less: Finance Costs	17,606	1,06,399		
		13,949	4,557	Add/(Less): Other unallocable income net of unallocable expenditure	37,470	1,06,399		
		1,46,771	1,54,980	Total Profit Before Tax from ordinary activities	2,89,112	6,18,742		
		(35,559)	(33,500)	Capital Employed (Segment assets less Segment liabilities)	(37,767)	(12,333)		
		(35,277)	(39,544)	- Soaps and Detergents	(61,192)	(42,760)		
		27,581	36,442	- Personal Products	9,461	37,720		
		27,736	22,810	- Beverages	27,581	21,592		
			(1,802)	- Packaged Foods	15,423	(2,457)		
			(15,693)	- Others (includes Exports, Water, Infant Care Products, etc)	(5)	(5)		
		(17,550)	(17,550)	Total Capital Employed in segments	(74,080)	(74,080)		
		5,92,989	4,94,415	Add: Unallocable corporate assets less corporate liabilities	6,05,640	3,70,716		
		5,75,439	4,78,821	Total Capital Employed	5,31,560	3,72,478		

**Notes on Segment Information:**

1. Segment Revenue, Results and Capital Employed figures represent amounts identifiable to each of the segments. Other "unallocable income net of unallocable expenditure" mainly includes interest, dividend, gain on sale of investments (net), expenses on common services not directly identifiable to individual segments, corporate expenses and exceptional items.

Capital Employed figures are as at 30th September, 2015, 30th June, 2015, 30th September, 2014 and 31st March, 2015. Unallocable corporate assets less corporate liabilities mainly represent investment of surplus funds and cash and bank balances.

2. Previous period figures have been re-grouped/reclassified wherever necessary, to conform to this period's classification.



Registered Office : Unilever House, B.D. Sawant Marg, Chakala, Andheri East, Mumbai 400 099. CIN : L15140MH1933PLC002030. Tel : +91 (22) 3983 0000.

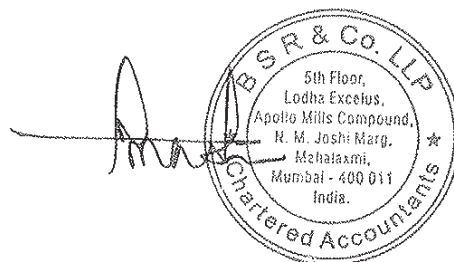
*[Handwritten Signature]*



Hindustan Unilever Limited  
**HINDUSTAN UNILEVER LIMITED**

(Rs. in Lakhs)

Standalone Statement of Assets and Liabilities		As at 30th September, 2015	As at 31st March, 2015
Particulars		Unaudited	Audited
<b>A</b>	<b>EQUITY AND LIABILITIES</b>		
<b>1</b>	<b>Shareholders' funds</b>		
	(a) Share capital	21,639	21,635
	(b) Reserves and surplus	5,53,800	3,50,843
	<b>Sub-total - Shareholders' funds</b>	<b>5,75,439</b>	<b>3,72,478</b>
<b>2</b>	<b>Non-current liabilities</b>		
	(a) Other long-term liabilities	13,204	17,011
	(b) Long-term provisions	1,28,371	95,635
	<b>Sub-total - Non-current liabilities</b>	<b>1,41,575</b>	<b>1,12,646</b>
<b>3</b>	<b>Current liabilities</b>		
	(a) Trade payables	5,57,108	5,28,890
	(b) Other current liabilities	1,17,298	90,805
	(c) Short-term provisions	24,393	2,58,587
	<b>Sub-total - Current liabilities</b>	<b>6,98,799</b>	<b>8,78,282</b>
	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>14,15,813</b>	<b>13,63,406</b>
<b>B</b>	<b>ASSETS</b>		
<b>1</b>	<b>Non-current assets</b>		
	(a) Fixed assets	3,04,939	2,93,654
	(b) Non-current investments	65,411	65,411
	(c) Deferred tax assets (net)	22,507	19,596
	(d) Long-term loans and advances	54,488	58,346
	(e) Other non-current assets	77	44
	<b>Sub-total - Non-current assets</b>	<b>4,47,422</b>	<b>4,37,051</b>
<b>2</b>	<b>Current assets</b>		
	(a) Current investments	2,07,550	2,62,382
	(b) Inventories	2,35,206	2,60,268
	(c) Trade receivables	1,10,094	78,294
	(d) Cash and bank balances	3,41,519	2,53,756
	(e) Short-term loans and advances	62,847	65,727
	(f) Other current assets	11,175	5,928
	<b>Sub-total - Current assets</b>	<b>9,68,391</b>	<b>9,26,355</b>
	<b>TOTAL - ASSETS</b>	<b>14,15,813</b>	<b>13,63,406</b>



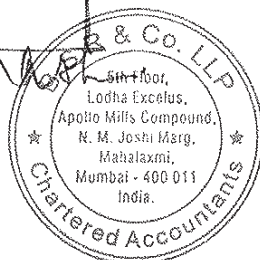
**Notes:**

1. Net Sales grew by 4.7% during the quarter with Domestic Consumer Business (FMCG + Water) growing by 5.1%.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 124,972 lakhs (SQ'14: Rs. 116,565 lakhs) grew by 7.2%.
3. Profit after tax before Exceptional Items (refer note 6 below) for the quarter is at Rs.97,031 lakhs (SQ'14: Rs. 95,697 lakhs) grew by 1.4%.
4. Employee benefit expense for the quarter includes a one-time credit of an amount of Rs 1,746 lakhs on account of adjustments for un-utilized pension corpus relating to earlier years. (SQ '14: Nil).
5. Other income includes interest income, dividend income and net gain on sale of other non-trade current investments aggregating to Rs. 8,016 lakhs (SQ'14: Rs. 9,825 lakhs) and dividend income from trade non-current investments Rs 9,000 lakhs (SQ'14: Rs. 9,955 lakhs).
6. Exceptional items, net debit in SQ'15 include profit on sale of surplus properties Rs. 962 lakhs (SQ'14: Rs. 4,925 lakhs) and restructuring expenses Rs. 2,176 lakhs (SQ'14: Rs. 57 lakhs).
7. The Board of Directors at their meeting held on 14<sup>th</sup> October, 2015 have resolved to pay Interim Dividend of Rs. 6.50 per share of nominal value of Re.1/- for the financial year. The interim dividend will be payable on or after 2<sup>nd</sup> November, 2015 and the record date for determining entitlement has been fixed as 20<sup>th</sup> October, 2015.
8. During the quarter, the Company has entered into an agreement for sale and transfer of its bread and bakery business on a going concern basis under the brand "Modern" to Nimman Foods Private Limited, an investee company of the Everstone Group. The transaction is subject to statutory approvals and requisite clearances. HUL's decision to divest is in line with its strategy to exit non-core businesses, while continuing to drive its growth agenda in the core packaged foods business. The business continues to be operated by HUL till closure and there is no impact of this transaction on financial results for the quarter.
9. Previous period figures have been re-grouped/reclassified wherever necessary, to conform to this period's classification.
10. The text of the above statement was approved by the Board of Directors at their meeting held on 14th October, 2015.

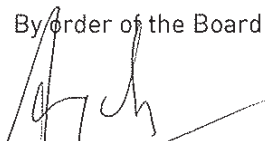
**Limited Review:** The Limited Review by the Statutory Auditors for the quarter as required under clause 41 of the Listing Agreement has been completed and the related Report is being forwarded to the Stock Exchanges. This Report does not have any impact on the above Results and Notes which need to be explained.

For more details, visit our website at <http://www.hul.co.in>.

Place: Mumbai  
Date: 14<sup>th</sup> October, 2015



By order of the Board

  
Sahjiv Mehta  
Managing Director & CEO  
[DIN: 06699923]

# BSR & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus,  
Apollo Mills Compound  
N. M. Joshi Marg, Mahalaxmi  
Mumbai - 400 011  
India

Telephone +91 (22) 4345 5300  
Fax +91 (22) 4345 5399

## Review report

### To the Board of Directors of Hindustan Unilever Limited

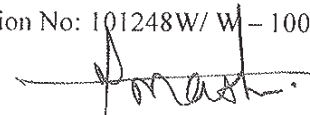
We have reviewed the accompanying statement of unaudited financial results ('the Statement') of Hindustan Unilever Limited ('the Company') for the quarter and six months ended 30 September 2015, except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been audited by us. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors in their meeting held on 14 October 2015. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited financial results prepared in accordance with Accounting Standards as per Section 133 of the Companies Act 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For BSR & Co. LLP  
Chartered Accountants

Firm's Registration No: 101248W/W-100022



**Akeel Master**  
Partner

Membership No: 046768

14 October 2015